



Open Position:

PRIVATE FUND PLACEMENT ANALYST/ASSOCIATE

WHO WE ARE

Big Path Capital is a leading impact investment bank and placement agent with a 16-year track record serving mission-aligned companies and funds, as well as our stakeholders. A certified B Corp since 2008 and named Best for World three times and a 1% for the Planet member, we are dedicated to changing how capitalism is done.

As a placement agency for impact funds, we support capital raises for private equity, growth equity and private credit funds across the full range of environmental and social impact strategies. We also provide specialized assistance in standing up new fund manager platforms. Our investment banking team supports acquisitions, mergers, and capital raises for mission-led companies in a variety of sectors. Finally, our convenings provide connection, education, and opportunity for companies, funds, CEOs, and investors.

To ensure we recruit the best talent on our team, we seek applicants from a variety of backgrounds. Big Path Capital is an Equal Opportunity Employer.

THE OPPORTUNITY

The Private Fund Placement Analyst/Associate role is an external facing role which engages with potential and existing Big Path Capital clients as well as new and known Limited Partners. In addition, this position provides key support in preparing for and executing successful capital raises for private impact capital funds. In particular, the Analyst/Associate helps keep Big Path's processes on track, maintains open lines of communication with our clients, contributes to the creation and gathering of documents, data, decks, and other materials needed during each client engagement, and facilitates ongoing communications between clients and prospective investors.

Specific duties include:

- Identify impact funds who may be initiating or involved in a capital raising process for their current fund

- Develop and executive strategies to connect with and develop relationships with managers at the identified funds
- Review and analyze materials from prospective impact funds to determine alignment with Big Path and viability of a raise
- Assist with onboarding new fund clients to Big Path Capital's internal processes, provide on-going support and project management throughout the engagement
- Assist in reviewing, editing, and producing key outreach materials for clients
- Conduct research to identify limited partners with interest in impact funds to expand Big Path's network
- Evaluate limited partners within Big Path's network for alignment with engaged clients
- Execute outreach and follow-up strategies to impact investors in support for our fund clients

The position requires obtaining the appropriate licensure such as a Series 63 or 7 within three months of hiring

Salary Range: \$90,000+ per year depending on experience with potential for a material annual performance bonus based on firm results and individual performance.

KEY BENEFITS

Remote but Connected. No need to relocate to join our team! We live all over the country, but remain connected through great communication, our shared passion that business can be a force for good, daily team huddles, and an annual in-person company-wide gathering.

Meaningful Work. We are "impact investing's investment bank." 100% of our clients have some type of positive social and/or environmental impact in the world. We get to work with these inspiring and world-changing business leaders every day.

Periodic Travel. Team members travel periodically throughout the year to attend client meetings and events, including those held by Big Path Capital.

Health, dental, and vision insurance

Paid Time Off

401K with match

OUR IDEAL CANDIDATE:

- ✓ Passionate about using business as a force for good
- ✓ College degree in finance or related discipline
- ✓ Self-starter who can work independently
- ✓ 1-3 years of work experience:
 - Utilizing analytic thinking and data analysis
 - Includes a client facing role
 - Spent a year or more in a fully remote position
- ✓ Knowledge of private equity, venture capital or similar fund structures a plus
- ✓ Demonstrates excellent verbal and written communication skills, particularly writing that is concise and engaging
- ✓ Strong organizational skills with the ability to track and contribute to multiple projects over weeks or months
- ✓ Demonstrates accuracy, timely follow-through, reliability, and attention to detail
- ✓ Collaborative, values relationships, and has a knack for connecting with people
- ✓ Existing series 63 or 7 license a plus

To apply, please send a cover letter and resume to careers@bigpathcapital.com. Emails may be addressed to the Fund Placement Team.

We look forward to getting to know you and sharing more about our work to change how capitalism is done.